**JULIEO**

**JULIEO.335598@2freemail.com**

**SUMMARY**

A dynamic marketing professional with excellent interpersonal communication, strong strategic skills. I’m an expert in marketing management but what sets me apart from the masses is my unique ability to see things from both a creative standpoint as well as a business perspective. An optimist with a lot of self-confidence, perpetual smile, never give up attitude and love for traveling makes me what I am.

Specialties: Market research, Promotion, Strategy, Planning, Business Development.

Business Development Executive for technology & sales back ground. Highly focused with a comprehensive knowledge and understanding of Enterprise Planning and Business Systems implementations.

**SPECIALITIES** Business Development, Business Analysis, Project Management, ERP & IT Consulting, Product Marketing, Technology Strategy, Marketing Strategy, Project Execution (Getting things done) Market research, Promotion, Strategy, Planning, Business Development Executive for technology & sales back ground. Highly focused with a comprehensive knowledge and understanding of Enterprise Planning and Business Systems implementations.

**MARKET TECHNIQUES**

* B-to-B & B-to-C Market Research
* Sales and Marketing Strategies
* Product and Customer information Production
* Data Analysis
* Effective Communication

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| --- | --- |
| * Web Research.
* Company Introduction.
* Setting up appointment with CEO, CFO, CIO, CTO and VPs (Decision Makers for Technology)
* Responsible for getting new business projects.
* Creating and Maintaining Database
* Generating Leads
 | * Cold Calling.
* Building Data Base.
* Training Session for the existing and new team.
* Responsible for generating revenue.
* Assisting existing clients.
* Responsible for achieving team target.
* Daily Reports
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**EDUCATION**

* Diploma in Mechanical Engineering (2009)
* Bachelor in Computer Application (2014)

**PROFESSIONALEXPERIENCE:**

# Selling Simplified, Pune (India) April 2016 till Present

**Senior Business Developer:**

Selling Simplified’s new Global Headquarters is located in Denver Colorado, with delivery centers strategically positioned in India & London.

The Selling Simplified Group is the leading provider of business to business demand generation solutions. Their distinctive pay for performance business model enables technology organizations to quickly achieve revenue targets & capitalize on fundamental business benchmarks: Conversion Rates, Win Rates, and Revenue Growth.

**Specialties** : Prospecting Training, Lead Generation, Geographical Expansion, Strategic Sales Appointments, Inside Sales on Demand, Database Services, Target Market Account Profiling, Lead Nurturing, Vertical Marketing, Branding & Positioning, Partner Recruitment & Enablement.

* Focus on selling services solutions across US, UK, and Australia geography, segments and / or industries.
* Anticipate how market and competitive factors will influence the selling of Selling Simplified services.
* Execute goals and strategies within sales area.
* Structure and implement sales plans within the context of established strategy.
* Initiate new or revised sales procedures, programs and initiatives.
* Sell to larger and national size accounts that may include global operations
* Typical contact at senior IT management level with exposure to CIO and CTO level decision makers.
* Demand Generation, Lead identification, Business Development & Marketing Strategy- Sales.
* Cold Calling / Emails/Follow-ups/ lead generating.

**SeerMinds Technologies Pvt ltd, Kolhapur, (India) August 2014 to April 2016**

**Business Development Manager:**

SeerMinds Technologies Pvt Ltd is established in the field of Software Development, Recruitment & Manpower providers for since 2012. SeerMinds provides services to the critical core industries Information Technology, Manufacturing, Production, Infrastructure Development, Telecom, Banking, Insurance, NBFC, FMCG, Consumer Goods, Retail, and Health Care Etc.

During all these years they have successfully implemented software projects and provided requisite manpower requirement of various Companies locally and nationally.

* Develop a business model that integrates IT solutions.
* Responsible for development of new business relationships with Information Technology C-Level/Executives.
* Full Life Cycle business development.
* Research & Development of new accounts.
* Sales techniques.
* Responsible for identifying, qualifying and cultivating prospective clientele.
* Discuss business strategies’ and IT project goals with C-Level executive of large/mid-size businesses and translate those discussions into new technologies.
* Develop relationships at the C-Level, Director Level, VP Level, as well as Management Level within organizations.
* Develop leads into opportunities, new business, and complete follow through the entire sales cycle including closing opportunities.

**tCognition Inc., Kolhapur , (India) August 2013 to August 2014**

**Business Development Executive**

tCognition Inc. a GSA certified company. It is a global IT services company headquartered in **Boston (Massachusetts**) & offices in **Kolhapur** (India), **Canada**, **United Kingdom** and **Mumbai** (India) offers IT/Software solutions, IT Staffing, Consulting and Outsourcing Services for its clients .

### Specialties: Software Development, IT Staffing, RPO, SAP Sales and Services SAP Education.

* Develop a business model that integrates IT solutions.
* International Sales
* Responsible for development of new business relationships with Information Technology C-Level/Executives.
* Full Life Cycle business development.
* Research & Development of new accounts.­­­
* Sales techniques.
* Responsible for identifying, qualifying and cultivating prospective clientele.
* Discuss business strategies’ and IT project goals with C-Level executive of large/mid-size businesses and translate those discussions into new technologies.
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**IBM: International Business Machine, Pune August 2012 to April 2013**

**CRM operations**

IBM Corporation acquired Daksh e-Services to form IBM Daksh. Today, IBM Daksh is a leading provider of business process services. It offers solutions in CRM, finance and administration and back-office processes catering to Financial, Travel, Retail, Insurance, Communication and Technology verticals. Frost & Sullivan has named IBM the Contact Center Outsourcing Vendor of the Year in Asia Pacific, for two consecutive years, 2006 and 2007. It received the NASSCOM-India Today Woman Corporate Awards for Excellence in Gender Inclusivity in the ITeS category.

**Responsibilities Handled:**

* Business Development Skills
* Preparing Data Base of Customer.
* Online Trouble shooting
* Online software Help and Support
* Preparing Monthly Reports on Business Data

**Accurate Sales &Services, Pune India October 2010 to August 2012**

**Sales Engineer**

A well-established 50 yrs. organization, actively engaged in manufacture of Precision measuring instruments and Co-ordinate Measuring Machines. Accurate has designed and built a wide range of measuring solutions for Automotive, Aerospace and Engineering Applications.

**Responsibilities Handled:**

* Enquiry Generation
* Follow the Delivery of Machine with the Project Team.
* Quotation follow- up
* Payment follow-up
* Techno- Commercial Discussion
* Preparing Data Base of Customer.
* Negotiation and Order Closing.
* Business Development Skills

**NOTABLE CUSTOMER WITH WHOM I WORK:**

Mahindra 2 Wheelers Greaves Cotton

 Tata Motors Sandvick

 Force Motors Forbes Marshal

 Bajaj